Bella Bella Campbell River Chemainus Courtenay Duncan

Gold River Lake Cowichan Harbour Park Longwood Station Parksville

Pender Island Northport Port Hardy Powell River Sidney Tahsis

Ucluelet Esquimalt Langford James Bay Fairfield

Eaton Centre Colwood Saanich Abbotsford Village Agassiz

Lougheed Plaza Kensington South Burnaby Middlegate

Chilliwack Mall Como Lake Scottsdale Fort Langley Haney Langley

Walnut Grove Madeira Park Mission Plaza Royal Square

Westview Capilano Mall Pemberton Port Coquitlam Westwood

Centre Brighouse Blundell Centre Seafair Squamish Ocean Park

Whalley Fleetwood

Guildford Tsawwassen Harbour Centre Victoria Drive Bute Street

Dunbar Cardero Broadway & Maple Thurlow &

Alberni 10th & Granville 39th & Cambie Spirits on Robson Robson Street

Pacific Centre Broadway & Lillooet Caulfeild Whistler Marketplace White Rock

Ashcroft Cache Creek Clinton Golden Valleyview Kamloops

North Gordon & Harvey Orchard Park Keremeos Lumby Merritt

Osoyoos Penticton Plaza Revelstoke Sicamous Vernon

Winfield Cranbrook Elkford Fruitvale Greenwood Kaslo

Nakusp New Denver Rossland Sparwood 100 Mile House McBride

10th Avenue Parkwood Place Quesnel West Williams Lake Kitimat Prince

Rupert Stewart Burns Lake Fraser Lake Smithers Chetwynd

Fort Nelson Hudson Hope Chase Hope Westbank

ANNUAL REPORT

# Mission Statement

The mission of the BC Liquor Distribution Branch is to be a customer-focused, profitable and socially responsible retailer of beverage alcohol and to impartially regulate the distribution and sale of beverage alcohol in the province of British Columbia.

101-00543/

**Province of British Columbia**
OFFICE OF THE DEPUTY MINISTER

Liquor Distribution Branch

2625 Rupert Street
Vancouver, B.C.
V5M 3T5

The Honourable Ian G. Waddell
Minister of Small Business,
Tourism and Culture
Parliament Buildings
Victoria, B.C.

Sir:

It is with pleasure that I hereby transmit the seventy-ninth Annual Report of the Liquor Distribution Branch, for the year ended March 31, 2000.

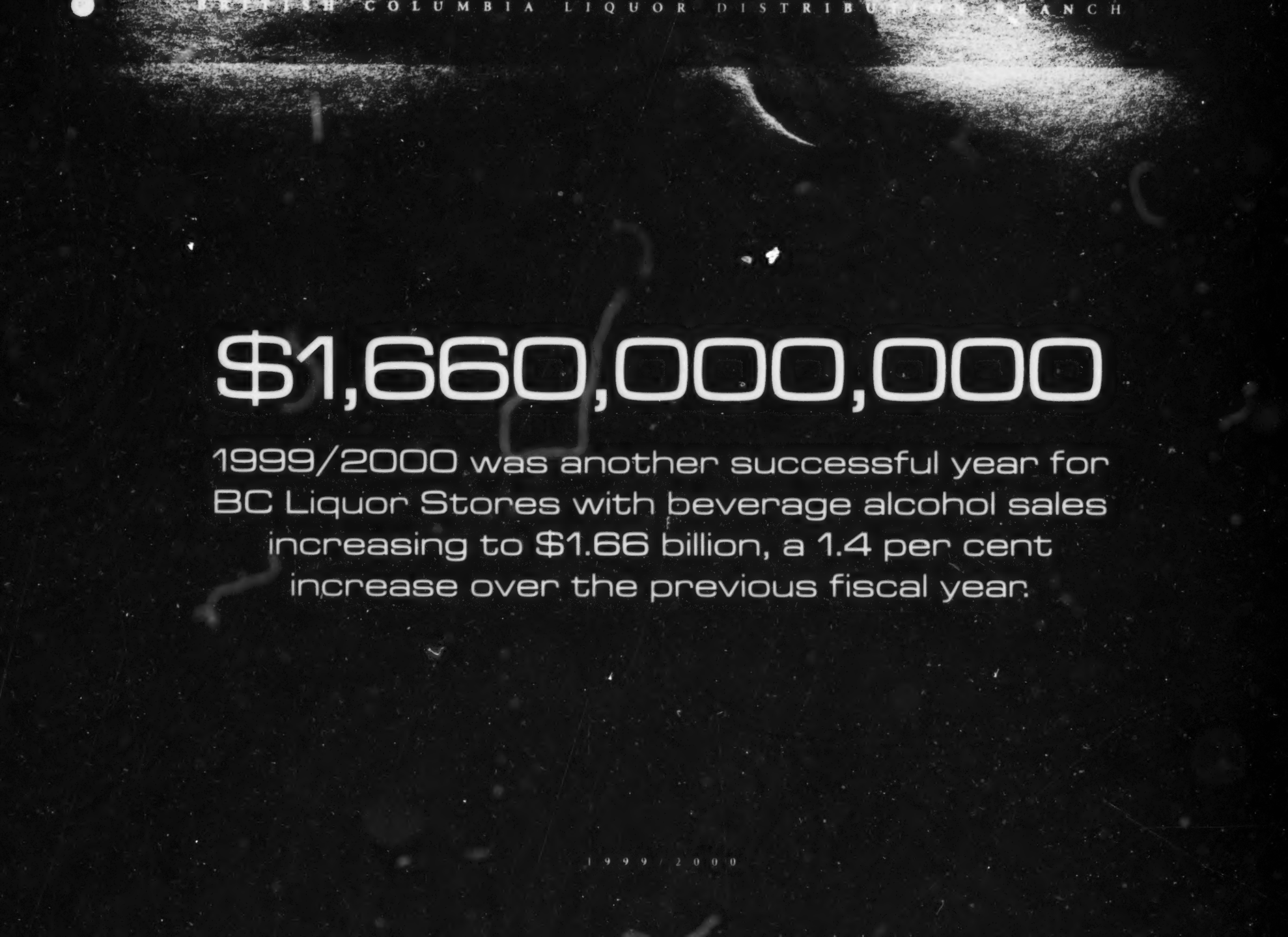
I would like to thank the employees of the branch, as well as our customers and industry partners, for their contributions to our operations this year.

C. Read

Catharine Read
Deputy Minister
July 20, 2000



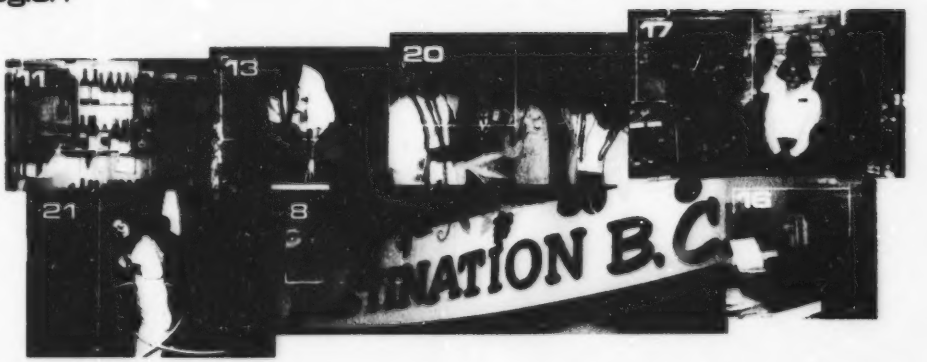
LEGISLATIVE LIBRARY
VICTORIA, BC V8V 1X4




# $1,660,000,000

1999/2000 was another successful year for BC Liquor Stores with beverage alcohol sales increasing to $1.66 billion, a 1.4 per cent increase over the previous fiscal year.

Executive Organization Message from the Deputy Minister LDB Highlights of the fiscal year 1999/2000 Remittances to Government Agencies Provincial Sales by Source **FINANCIAL STATEMENTS** Management's Responsibility for Financial Reporting Report of the Auditor General of British Columbia Balance Sheet Statement of Operations Statement of Advance due from Province of British Columbia Statement of Cash Flows Schedule of Operating Expenses Notes to the Financial Statements Store Sales by Region



# EXECUTIVE ORGANIZATION

As at March 31, 2000

## B.C. Liquor Distribution Branch

Minister of Small Business, Tourism and Culture
**The Honourable Ian G. Waddell**

Deputy Minister
**Catharine Read**

General Manager
**Jay Chambers**

Executive
Administrative Assistant
**Cindy Dahlke**

Executive Director, Finance
**Roger Bissoondatt**

Executive Director,
Retail Services
**Kelly Conrad**

Legal Counsel
**Catherine Sloan**

Executive Director,
Human Resources
**Conny Nordin**

Director, Store Operations
**Bill Hall**

Acting Director,
Distribution
**Brian Tuckey**

Acting Director,
Loss Prevention
**Donna Morse**

Director,
Merchandise Services
**Michael Procopio**

Director,
Property Management
**Brian Anderson**

Director, Information Services
**John Dunning**

Director, Corporate Strategy and
Change Management
**Bruce Logan**

Director, Corporate Policy
**Gordon Hall**

Acting Chief Auditor
**Rita Bittel**

# MESSAGE FROM THE DEPUTY MINISTER

As we settle into the new millennium, retailers are facing a business landscape that is being continuously re-sculpted by the forces of high technology. In this brave new world, organizations must keep pace with the evolving marketplace or risk becoming obsolete.

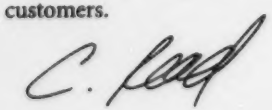
In the past year, the Liquor Distribution Branch has launched a new Web site, revitalized our stores and brought customer service to new heights. These are just a few of the initiatives that allow us to thrive in today's highly competitive global marketplace. As British Columbia's largest retailer, and an employer of thousands, we can do no less.

I am pleased to report that in the fiscal year of 1999/2000, the LDB realized a net income of $617 million, representing an increase of $1.5 million over the previous fiscal year.

In 1999/2000, beverage alcohol sales reached $1.66 billion, an increase of 1.4 per cent over the previous fiscal year. The year-end results showed modest growth for spirits, which were up two per cent. Wine sales were strong, up 6.5 per cent for the year, and the refreshment beverage category – ciders and coolers – grew by 4.6 per cent. Import beer was up 6.3 per cent and, overall, sales of packaged and draught beer were down by 1.3 per cent for the year.

The vision of the LDB is to be consistently recognized as a truly superior retailer in each of the communities it serves through excellent products, services and relationships with customers and stakeholders. The four pillars of excellence, as shown at right, continue to guide the LDB's efforts in realizing its vision.

My thanks for another successful year to all employees of the branch, to our industry partners and to our customers.



Catharine Read
Deputy Minister
July 20, 2000

**Customer Service** - Understand and meet the needs of our retail customers, business partners and internal customers by having the right product or service in the right place at the right time, delivered by friendly, courteous and knowledgeable staff.

**Business Effectiveness** - Manage internal business practices in a constant climate of continuous improvement, operating efficiencies and value added.

**Workplace Quality** - Employ a workforce of motivated and satisfied employees who pull together effectively in groups and teams and who are confident that their work environment is safe.

**Social Responsibility** - Achieve recognition in the industry and community in the promotion of responsible drinking and as an organization that is reducing its impact on the environment.

# Credit Card Launch

In October 1999, the LDB introduced credit cards as a payment option to BC Liquor Store customers. Patrons can now use VISA and MasterCard to pay for their beverage alcohol purchases.

# CUSTOMER SERVICE

On March 16, 2000, the Liquor Distribution Branch launched its new Web site www.bcliquorstores.com. The core components of the site outline government liquor store services, products and locations. The site provides extensive product knowledge about beverage alcohol and introduces new products and promotions available in the retail system. Online visitors can locate maps of each retail outlet as well as access information about the services offered in each store. The site also provides information on LDB alcohol awareness programs, special occasion licences, product serving suggestions, drink recipes and our container deposit/refund service.

**Customer Service**

Understand and meet the needs of our retail customers, business partners and internal customers by having the right product or service in the right place at the right time, delivered by friendly, courteous and knowledgeable staff.

In October 1999, the LDB introduced credit cards as a payment option to BC Liquor Store customers. Patrons can now use VISA and MasterCard to pay for their beverage alcohol purchases where previously only cash or debit card transactions were accepted. The move to introduce credit cards to BCL stores is one in a series of initiatives to enhance customer service at the LDB.

The branch continued to roll out its new retail plan for the store system with the implementation of a standard store design and décor format at five Greater Vancouver stores. The new, customer-friendly look features warm, earthy colours and textures, dramatic floor treatments and an entertaining use of neon and other signage to improve traffic flow. Also included are special "feature" areas within stores, such as "Destination B.C."

The LDB expanded on last year's successful introduction of temporary seasonal stores by opening outlets at four shopping malls last November. The stores, open from November through December, were brimming with a festive array of gift packs, collectibles and seasonal products. The stores proved a big hit with customers, generating more than $1,076,000 in revenue during their six weeks of operation. The stores were located at Pacific Centre and Oakridge malls in Vancouver, Sevenoaks Mall in Abbotsford and Surrey Place Mall.

CLICK on

**www.bcliquorstores.com**

# CUSTOMER SERVICE

The branch relocated four stores to more convenient, accessible and high profile locations in: Ironwood (Richmond), Sooke, Langley and Aldergrove.

As part of its effort to create interesting and exciting shopping experiences for customers, the branch completed major renovations at its Marpole and Arbutus Village stores in Vancouver.

The branch added two new stores in the Lower Mainland/Southwest region this year. The Abbotsford Village outlet is a full-service store introduced to meet the growing needs of that community. The LDB's Spirits on Robson boutique is a "one-of-a-kind" outlet in the heart of Vancouver's trendiest shopping district.

Stocked exclusively with premium spirits – more than 200 in all – the upscale store has become a favourite with discriminating locals and tourists alike.

Merchandise Services conducted an extensive review and revision of its promotions program in 1999 in conjunction with supplier and agent groups. The collaborative process resulted in an improved understanding of the objectives of all stakeholders and increased promotional opportunities for all segments of the portfolio.

The millennium celebration brought B.C. consumers the best selection of Champagne in Canada and perhaps in North America. The number of Champagne houses represented on government liquor store shelves grew from 15 to 45, and Champagne listings increased from 60 to more than 200. Sales of Champagne for fiscal 1999/2000 were up 57 per cent over 1998/1999.

*Selections*, a catalogue showcasing an assortment of BC Liquor Store products, was released in November to assist customers in choosing the perfect beverage alcohol for their millennium celebrations.

The LDB truck fleet now delivers directly to 17 Licensee Retail Stores (LRS) in the Greater Vancouver Regional District. These deliveries help meet the needs of LRS customers effectively and efficiently, at a nominal cost.

1 The downtown Langley store, a trendy mix of the modern and the traditional, celebrated its grand opening in September 1999.

2 The Langley store's popular "Destination B.C." section offers an extensive array of Vintners' Quality Alliance (VQA) wines.

3 The Westwood Centre store, located in Port Coquitlam, features a "Market Place" section showcasing a wide variety of beer, ciders and coolers.

In December 1999, the LDB launched Spirits on Robson, a boutique in the heart of Vancouver's trendiest shopping district. This upscale store is stocked with more than 200 premium spirits.

# Champagne up 57%

Champagne sales were up an unprecedented 57 per cent as a result of last year's millennium festivities. With more than 200 listings represented on BC Liquor Store shelves, the LDB offered the best selection of Champagne in Canada.

# BUSINESS EFFECTIVENESS

1999/2000 WAS ANOTHER SUCCESSFUL YEAR FOR BC LIQUOR STORES WITH BEVERAGE ALCOHOL SALES INCREASING TO $1.66 BILLION, A 1.4 PER CENT INCREASE OVER THE PREVIOUS FISCAL YEAR.

The Liquor Distribution Branch continued to monitor and manage inventory levels, turnover and fill rates resulting in a corporate turnover improvement of 2.6 per cent over last fiscal year.

1999/2000 saw sales increases in the following categories:

**Champagne sales** were up an unprecedented 57 per cent as a result of last year's millennium festivities.

**Spirit sales** rose by two per cent with growth from vodka, liqueurs, tequila, cognac and single malt scotch.

**Import beer** grew by 6.3 per cent, with sales increases in products from Ireland, Holland, Germany and Mexico.

**Domestic wine** sales were up one per cent. VQA sales were up $5.1 million dollars, or 12 per cent.

**Import wine** grew by 10 per cent, fueled by a demand for products from Australia, Italy, United States, Argentina and Chile.

**The Refreshment Beverage** category increased by 4.6 per cent, mostly from spirit and wine coolers.

The conversion to Year 2000 passed smoothly for the LDB and its trading partners. Due to the extensive preparations of the branch's Year 2000 program, customer service and product availability remained unaffected.

Three factors prompted the branch to launch the Retail Management System (RMS) project in the fall of 1999. First was the switch from Canadian Standard Product Code (CSPC) to Universal Product Code (UPC) bar codes as product identifiers, taking effect in 2002; second was the realization that current store systems cannot accommodate modern retail store applications; and third was that our Data Terminal System (DTS) registers had become non-maintainable and thus obsolete.

The RMS Project Team was formed to manage the acquisition and implementation of new software and hardware to replace the existing store systems.

**Business Effectiveness**

Manage internal business practices in a constant climate of continuous improvement, operating efficiencies and value added.

Italian wine display at Westwood Centre

# BUSINESS EFFECTIVENESS

RMS will deliver increased functionality, dependability and increased customer service, on a modern computing platform that is flexible and expandable for the future.

Last fall, BC Liquor Stores participated with industry in the annual BUY BC program. The aim of the initiative is to increase consumer awareness and demand for locally grown and processed food and beverage products. Sales of B.C. products increased by 25 per cent during the program.

The on-site liquor store at the 21st Annual Vancouver Playhouse International Wine Festival generated more than $324,000 in sales in just three days this year.

The Vancouver and Kamloops Distribution Centres increased their volumes to 7.7 million cases, which represented a 3.9 per cent increase. Refreshment beverages, Champagnes and import beer accounted for the majority of the increase.

The branch's Vendor Project Team was the winner in the Skills Development Category for the 1999 Public Sector Information Technology Award. The award recognized the team's leading-edge computer software development approach, which utilizes an object-oriented, client server technique for LDB computer system applications.

One of the branch's Year 2000 initiatives was the replacement of our costing system with an object-oriented, rules-based expert system. The new system facilitates improved end-user updating and maintenance of product costing and pricing, including the ability to conduct 'what if?' scenarios.

During fiscal 1999/2000, the branch completed the process of upgrading, repatriating and replacing software packages on all existing computer systems. Alternatives were developed together with business continuation plans. The software remediation effort was successful as the year 2000 rolled over with no significant problems.

The branch continued to improve the overall functioning of PPIIMS (Payroll Personnel Integrated Information Management System) by implementing a variety of system upgrades and enhancements. The branch added three new human resources modules to the system, allowing for all essential Human Resources data to be stored and accessed on a single integrated system.

During fiscal 1999/2000, the branch upgraded its PeopleSoft Human Resource Management System (HRMS) and Time and Labour software from version 6.02 to 7.51. Extensive testing was completed in order to validate the software package as Y2K compliant.

---

1 The best things in life are BC.™

2 RMS RETAIL MANAGEMENT SYSTEM

3 MAKING LDB YEAR 2000 PROOF

The Vancouver and Kamloops Distribution Centres increased their volumes to 7.7 million cases, which represented a 3.9 per cent increase. Refreshment beverages, Champagnes and import beer accounted for the majority of the increase.

Len Tong unloads Beaujolais Nouveau at the Vancouver Distribution Centre.

# $140,000 in savings

In fiscal 1999/2000, the LDB continued to harness the creativity of its greatest resource – its employees. Employee suggestions resulted in savings of more than $140,000 for the LDB.

# WORKPLACE QUALITY

THE LIQUOR DISTRIBUTION BRANCH CONTINUED TO HARNESS THE CREATIVITY OF ITS GREATEST RESOURCE – ITS EMPLOYEES. EMPLOYEE SUGGESTIONS RESULTED IN BRANCH SAVINGS OF MORE THAN $140,000. IN TOTAL, 22 IDEAS WERE SUBMITTED TO THE EMPLOYEE RECOGNITION PROGRAM, AND 10 OF THOSE SUGGESTIONS WERE REWARDED WITH PRIZES TOTALING $11,140.

The branch undertook a major review of its VIOLENCE IN THE WORKPLACE prevention programs for the store system to ensure that store employees continue to have access to the best programs in the retail community. The review was conducted in conjunction with the store safety committee, frontline workers and representatives of key operating departments.

The recommendations from the review are currently being implemented. In 1999/2000, violence prevention training was delivered to more than 700 store employees.

LDB truck fleet operators stepped out of the cab and into the classroom to participate in last fall's DRIVE SMART program. The operators successfully completed an extensive round of testing, including individual driver assessments and performance evaluations. DRIVE SMART is a proactive move to help our fleet operators – who are already among the best on the road – to become even better drivers.

The branch developed, piloted and delivered a new customer service and retail selling program entitled PROGRESSIVE RETAILING to more than 140 employees. Excellent feedback on the course will lead to expansion in future years.

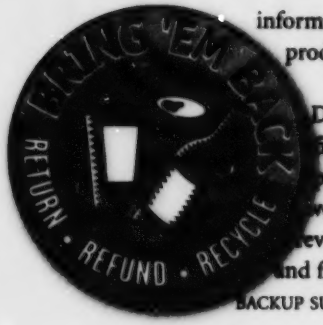
The Training and Development division continued to provide three high-quality product knowledge programs to store employees. The department also responded to the implementation of credit cards with timely training for all store employees.

The branch created a new in-store poster series that focuses on giving our staff timely and relevant

**Workplace Quality**

Employ a workforce of motivated and satisfied employees who pull together effectively in groups and teams and who are confident that their work environment is safe.

# WORKPLACE QUALITY




information regarding beverage alcohol products, trends and customer service.

Distribution Operations initiated the first phase of its SUPERVISOR TRAINING program by completing a two-day workshop on effective discipline, revising the accident investigation process and finishing the initial rollout for its BACKUP SUPERVISOR SAFETY TRAINING program.

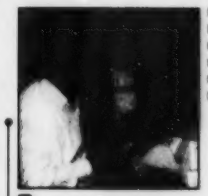
This fiscal year also saw the completion of a pilot delivery of the six-module RETAIL MANAGEMENT TRAINING program, which included 70 hours of in-store work experience. In June 1999, 38 employees were the first-ever graduates of this comprehensive program.

The revised and newly entitled ASSISTANT MANAGEMENT TRAINING program kicked off in fall 1999 to excellent reviews.

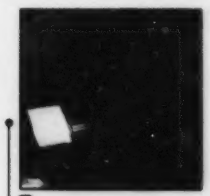
Fiscal 1999/2000 saw the complete revision and pilot of our new EMPLOYEE ORIENTATION program. Included with this pilot were revised TRAIN-THE-TRAINER programs for our new employee classroom facilitators and in-store trainers.

The LDB's Equity and Diversity Advisory Committee continued to ensure that the branch remains a welcoming and inclusive workplace for people of all cultures and backgrounds. Part of the committee's responsibility is to be proactive in reviewing employment and advancement opportunities for designated group members.

1 Suki Singhera, PC Support, Information Technology Administration & Security



2 Bruce Logan, Director, Corporate Strategy and Change Management



3 Catherine Sloan, Legal Counsel

The LDB's Equity and Diversity Advisory Committee ensures that the branch remains a welcoming and inclusive workplace for people of all cultures and backgrounds. The committee is proactive in reviewing employment and advancement opportunities for designated group members.

# Environmental Benefit

The LDB's beverage container deposit/refund program benefited the environment by diverting more than 26,300 tons of waste from B.C. landfills during fiscal 1999/2000.

# SOCIAL RESPONSIBILITY

THE LIQUOR DISTRIBUTION BRANCH PARTNERED WITH OTHER ORGANIZATIONS TO DELIVER RESPONSIBLE-USE MESSAGES ADDRESSING THE RISK ASSOCIATED WITH DRINKING AND DRIVING, AND DRINKING AND BOATING. INDUSTRY PARTNERS INCLUDED ICBC, LABATT, MOLSON, TRANSLINK AND THE WESTERN BREWERS ASSOCIATION.

**Social Responsibility**

Achieve recognition in the industry and community in the promotion of responsible drinking and as an organization that is reducing its impact on the environment.

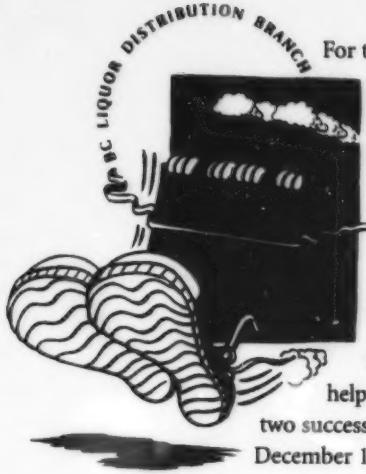
The generosity of LDB employees was again evident in 1999/2000 when they raised close to $90,000 for the PROVINCIAL EMPLOYEES' COMMUNITY SERVICES FUND – money that stays in the community, helping local charities.

For the third consecutive year, the LDB operated SAFE RIDE HOME at the Vancouver Playhouse International Wine Festival, in cooperation with ICBC and TransLink. Approximately 1000 transit tickets and 150 taxi vouchers were distributed free of charge to festival patrons. The popular program was also featured at other wine-and beer-tasting festivals throughout the year.

BC Liquor Stores donated approximately 22,000 cute and cuddly teddy bears to needy children across the province last winter. Under the TWIN BEARS program, now in its 11th year, liquor store staff and customers bought two bears and donated one or both to charities across B.C.

In a unique partnership, the LDB collaborated with the producers of the feature film Bear With Me, shot last December in Abbotsford, to provide a group of children with a close encounter of the Hollywood kind. After posing for group photos with the movie's star, a 600-pound, cinnamon-coloured bear, the eager kids were given Twin Bears by Minister Ian Waddell.

# SOCIAL RESPONSIBILITY




For the fifth consecutive year, the LDB Beer-O-Crats participated in the 24-HOUR RELAY FOR THE KIDS, the largest fundraiser of its kind in North America. The 36-member team ran a total of 250 kilometres, raising $7,560 for the Lions Society's three Easter Seals Camps.

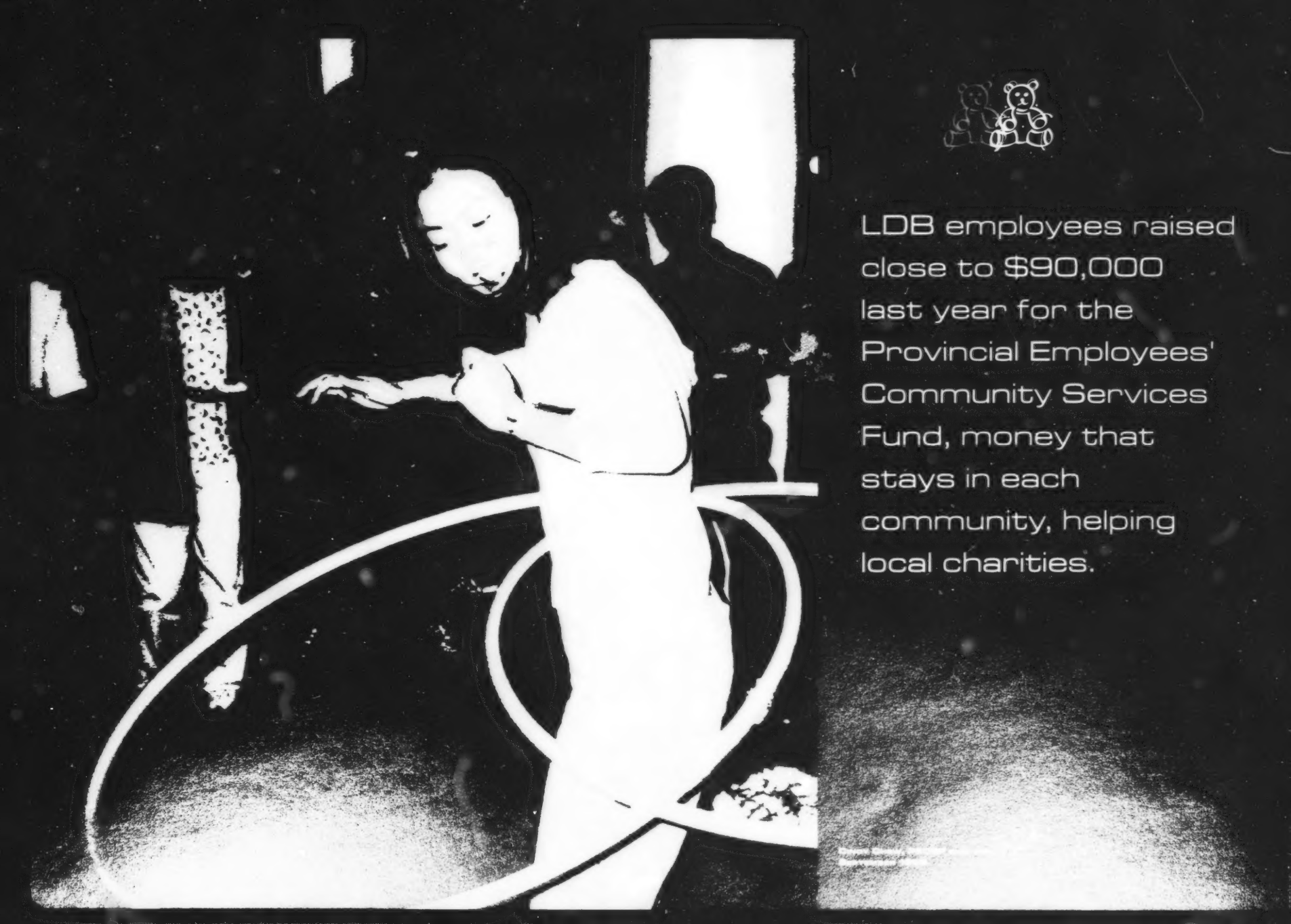
Staff and customers of the LDB helped feed B.C.'s hungry by conducting two successful food drives in July and December 1999.

Last October, customers returning beer beverage containers to BC Liquor Stores were encouraged to donate the proceeds to the United Way as part of the MANY HAPPY RETURNS campaign, a joint promotion with the Western Brewers Association. The six-day event, now in its second year, raised more than $2,000 for B.C. charities.

1 General Manager Jay Chambers participating in the 24-Hour Relay

2 PEDSF kick-off, September 1999

3 Minister Ian Waddell delivering Twin Beers to children



LDB employees raised close to $90,000 last year for the Provincial Employees' Community Services Fund, money that stays in each community, helping local charities.

VQA Sales were up $5.1 million, or 12 per cent.

## REMITTANCES TO GOVERNMENT AGENCIES

(in $,000)

| year ended March 31, | | 2000 | 1999 |
|---|---|---|---|
| FEDERAL GOVERNMENT: | Customs Duties and Excise Tax | $ 97,687 | $90,377 |
| | Goods and Services Tax | 112,802 | 111,271 |
| | Total | 210,489 | 201,648 |
| PROVINCIAL GOVERNMENT: | LDB Net Income | 617,387 | 615,855 |
| | Social Services Tax | 95,159 | 92,691 |
| | Total | 712,546 | 708,546 |
| MUNICIPAL GOVERNMENTS: | Property Taxes | 4,756 | 4,296 |
| | **Total Remittances** | $ 927,791 | $914,490 |

**Note:** The above amounts do not include taxes paid directly by external parties, namely; Excise Duty and taxes paid by the domestic brewers, wineries and distilleries; and, Goods and Services tax and Social Services tax collected by licensees, agency stores and other licensed establishments.

## PROVINCIAL SALES BY SOURCE

(in percentages of dollar sales)

| Counter Sales | 1999-00 | 1998-99 | 1997-98 | 1996-97 |
|---|---|---|---|---|
| LDB Stores | 57.6 | 56.5 | 56.4 | 56.3 |
| Licensee Retail Stores | 15.8 | 16.7 | 16.7 | 16.8 |
| Agency Stores | 4.1 | 4.1 | 4.1 | 4.1 |
| Total Counter Sales | 77.5 | 77.3 | 77.2 | 77.2 |
| Licensee Sales | 22.5 | 22.7 | 22.8 | 22.8 |
| **Total Sales** | 100.0% | 100.0% | 100.0% | 100.0% |

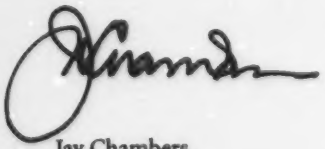
## MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The financial statements of the British Columbia Liquor Distribution Branch have been prepared by management in accordance with generally accepted accounting principles. Any financial information contained elsewhere in this report has been reviewed to ensure consistency with the financial statements.

Management is responsible for the integrity of the financial statements and has established systems of internal control to provide reasonable assurance that assets are safeguarded, transactions are properly authorized and financial records are properly maintained to facilitate the preparation of financial statements in a timely manner.

The Liquor Distribution Branch audit division performs internal audits designed to test the adequacy and consistency of internal controls, practices and procedures.

The Auditor General of British Columbia has performed an independent audit of the financial statements of the Liquor Distribution Branch. The Auditor's Report outlines the scope of this independent audit and expresses an opinion on the financial statements of the Liquor Distribution Branch.



Jay Chambers
General Manager

Roger Bissoondatt, CA, CMA
Executive Director, Finance

Vancouver, British Columbia
June 9, 2000

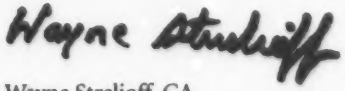
## REPORT OF THE AUDITOR GENERAL OF BRITISH COLUMBIA

TO THE MINISTER OF SMALL BUSINESS, TOURISM AND CULTURE, PROVINCE OF BRITISH COLUMBIA:

I have audited the balance sheet of the British Columbia Liquor Distribution Branch as at March 31, 2000 and the statements of operations, changes in advance due from the Province of British Columbia and cash flows for the year then ended. These financial statements are the responsibility of the branch's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with generally accepted auditing standards. Those standards require that I plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In my opinion, these financial statements present fairly, in all material respects, the financial position of the British Columbia Liquor Distribution Branch as at March 31, 2000 and the results of its operations, changes in advance due from the Province of British Columbia and cash flows for the year then ended in accordance with generally accepted accounting principles.



Wayne Strelioff, CA
Auditor General

Victoria, British Columbia
June 9, 2000

# BALANCE SHEET

(In $,000)

| March 31, | 2000 | 1999 |
|---|---|---|
| **ASSETS** | | |
| CURRENT ASSETS | | |
| Cash | $ 1,194 | $ 9,101 |
| Accounts receivable | 6,381 | 5,260 |
| Inventories | 62,612 | 56,080 |
| Prepaid expenses | 1,343 | 1,269 |
| Advance due from Province of British Columbia | 7,365 | 5,729 |
| | 78,895 | 77,439 |
| CAPITAL ASSETS (note 3) | 13,013 | 13,673 |
| | $ 91,908 | $ 91,112 |
| **LIABILITIES** | | |
| CURRENT LIABILITIES | | |
| Accounts payable and accrued liabilities | $ 89,408 | $ 88,386 |
| Current portion of capital lease | 248 | 226 |
| | 89,656 | 88,612 |
| OBLIGATION UNDER CAPITAL LEASE (note 4) | 2,252 | 2,500 |
| | $ 91,908 | $ 91,112 |

**Commitments and Contingent Items (notes 6 & 7)**

*The accompanying notes and supplementary schedule are an integral part of these financial statements.*

Approved by:

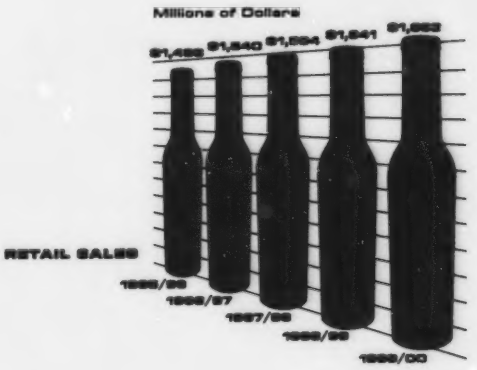
Jay Chambers
General Manager

Roger M. Bissoondatt, CA, CMA
Executive Director, Finance

## STATEMENT OF OPERATIONS

(In $,000)

| year ended March 31, | 2000 | 1999 |
|---|---|---|
| Sales (note 5) | $ 1,663,323 | $ 1,640,781 |
| Less commissions & discounts | 42,635 | 43,320 |
| | 1,620,688 | 1,597,461 |
| Cost of merchandise sold | 822,160 | 807,315 |
| Gross margin | 798,528 | 790,146 |
| Operating expenses (schedule) | 188,424 | 178,161 |
| | 610,104 | 611,985 |
| Other income (note 8) | 7,283 | 3,870 |
| Net income | $ 617,387 | $ 615,855 |




## STATEMENT OF ADVANCE DUE FROM PROVINCE OF BRITISH COLUMBIA

(In $,000)

| year ended March 31, | 2000 | 1999 |
|---|---|---|
| Balance beginning of year | $ 5,729 | $ 5,487 |
| Net Income | (617,387) | (615,855) |
| Payments to Province of British Columbia | 619,023 | 616,097 |
| Balance end of year | $ 7,365 | $ 5,729 |

*The accompanying notes and supplementary schedule are an integral part of these financial statements.*

# STATEMENT OF CASH FLOWS

(In $,000)

| year ended March 31, | 2000 | 1999 |
|---|---|---|
| **CASH FLOWS (TO) FROM OPERATING ACTIVITIES** | | |
| Cash receipts from customers | $ 1,619,567 | $ 1,598,241 |
| Cash payments to Provincial Treasury | (619,023) | (616,097) |
| Cash paid to suppliers and employees | (1,012,210) | (975,405) |
| Cash receipts from other income | 7,222 | 3,816 |
| Interest paid on capital lease | (249) | (270) |
| **CASH FLOWS (TO) FROM OPERATING ACTIVITIES** | (4,693) | 10,285 |
| **CASH FLOWS FROM INVESTING ACTIVITIES** | | |
| Acquisition of capital assets | (3,049) | (4,648) |
| Proceeds from disposal of capital assets | 61 | 54 |
| **CASH FLOWS USED IN INVESTING ACTIVITIES** | (2,988) | (4,594) |
| **CASH FLOWS FROM FINANCING ACTIVITIES** | | |
| Payment on capital lease | (226) | (205) |
| **CASH FLOWS USED IN FINANCING ACTIVITIES** | (226) | (205) |
| **NET (DECREASE) INCREASE IN CASH** | (7,907) | 5,486 |
| **CASH BEGINNING OF YEAR** | 9,101 | 3,615 |
| **CASH END OF YEAR** | $ 1,194 | $ 9,101 |

*The accompanying notes and supplementary schedule are an integral part of these financial statements.*

# SCHEDULE OF OPERATING EXPENSES

(In $,000)

| year ended March 31, | 2000 | 1999 |
|---|---|---|
| Salaries, wages and benefits | $ 123,115 | $ 117,562 |
| Rents | 25,152 | 23,687 |
| Professional Services | 4,370 | 6,279 |
| Repairs and maintenance | 4,750 | 4,514 |
| Freight to stores | 4,967 | 4,460 |
| Amortization | 3,709 | 3,547 |
| Light, water and fuel | 3,306 | 3,099 |
| Other operating expenses | 5,410 | 2,716 |
| Stationery and supplies | 2,609 | 2,643 |
| Merchandising | 1,822 | 1,981 |
| Bank charges | 2,916 | 1,856 |
| Data processing | 2,320 | 1,739 |
| Telephone | 1,394 | 1,442 |
| Travel | 862 | 841 |
| Loss prevention | 863 | 775 |
| Warehouse equipment costs | 610 | 750 |
| Interest on obligation under capital lease | 249 | 270 |
| | $ 188,424 | $ 178,161 |

# NOTES TO THE FINANCIAL STATEMENTS

March 31, 2000
(Tabular amounts in $,000)

## 1. STATUS OF THE BRANCH

The Liquor Distribution Branch (branch) obtains its authority for operation from the *British Columbia Liquor Distribution Act* which is administered by the Minister responsible for Small Business, Tourism and Culture. As stated in Section 2 of this Act, the branch has the exclusive right to purchase liquor for resale and reuse in the Province in accordance with the provisions of the *Importation of Intoxicating Liquors Act (Canada)*.

## 2. SIGNIFICANT ACCOUNTING POLICIES

As prescribed by Section 30(3)(b) of the *Liquor Distribution Act*, the financial statements of the branch are prepared in accordance with generally accepted accounting principles.

Significant accounting policies are as follows:

**Inventories**

Branch liquor inventories are valued at Duty Paid Value, which comprises supplier invoiced value, freight, duties and taxes.

**Capital Assets**

Capital assets are stated at cost and are amortized on a straight-line basis as follows:

| | |
|---|---|
| Buildings | *7.5% per annum.* |
| Leasehold Improvements | *A minimum of 10% per annum or a rate sufficient to amortize the cost over the remaining life of the respective lease.* |
| Furniture, Fixtures, Vehicles and Equipment | *25% per annum.* |

**Leases**

Leases are classified as capital or operating leases. A lease that transfers substantially all of the benefits and risks incidental to the ownership of property is classified as a capital lease. At the inception of a capital lease, an asset and an obligation are recorded at an amount equal to the lesser of the present value of the minimum lease payments and the property's fair value at the beginning of the lease. Assets recorded under capital leases are amortized on a straight-line basis over the term of the lease. All other leases are accounted for as operating leases wherein rental payments are expensed as incurred.

**Related Party Transactions**

The branch is related through common ownership to all Province of British Columbia ministries, agencies and Crown Corporations. Transactions with these entities, as well as other transactions in which Provincial Government intervention is a component, are generally considered to be in the normal course of operations and are recorded at the exchange amount, unless disclosed separately in these financial statements.

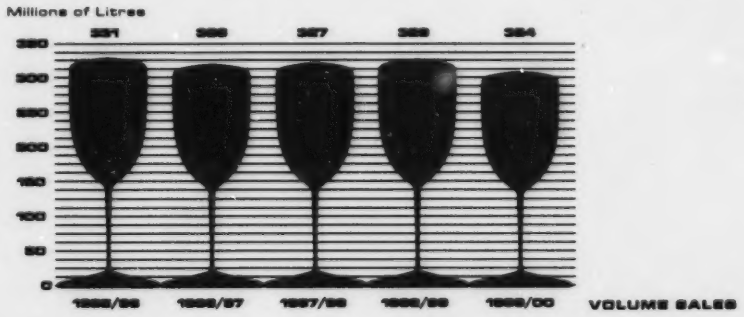
**Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Actual results could differ from these estimates.

SHARE OF SALES (by category) LITRES

### 3. CAPITAL ASSETS

| | Cost | Accumulated Amortization | 2000 ($000) Net book Value | 1999 ($000) Net book Value |
|---|---|---|---|---|
| Land | $ 1,114 | $ - | $ 1,114 | $ 1,114 |
| Buildings | 18,256 | 13,808 | 4,448 | 4,874 |
| Leasehold Improvements | 5,052 | 4,663 | 389 | 256 |
| Furniture, Fixtures, Vehicles & Equipment | 28,837 | 23,712 | 5,125 | 5,251 |
| Office Furnishings under capital lease | 3,627 | 1,690 | 1,937 | 2,178 |
| | $ 56,886 | $43,873 | $13,013 | $13,673 |




### 4. OBLIGATION UNDER CAPITAL LEASE

In the fiscal year 1994, the branch entered into a 15 year capital lease expiring in the fiscal year 2008 for certain of its head office tenant improvements and office furnishings. The following is a schedule of future minimum lease payments under the capital lease expiring July 31, 2007, together with the balance of the obligation under capital lease:

| Year ending March 31 | ($000) |
|---|---|
| 2001 | 475 |
| 2002 | 475 |
| 2003 | 475 |
| 2004 | 475 |
| 2005 | 475 |
| Subsequent years | 1,105 |
| | 3,480 |
| Less: imputed interest at 10% | ( 980) |
| current portion | ( 248) |
| TOTAL | 2,252 |

### 5. SALES

Total sales reported include sales to retail customers, licensed establishments, licensee retail stores and agency stores. These amounts do not include subsequent resale by licensed establishments, licensee retail stores and agency stores.

# NOTES TO THE FINANCIAL STATEMENTS

## 6. COMMITMENTS

Future commitments for operating leases for branch premises and equipment are as follows:

| Year ending March 31 | ($000) |
|---|---|
| 2001 | 17,467 |
| 2002 | 14,457 |
| 2003 | 11,815 |
| 2004 | 10,072 |
| 2005 | 8,007 |
| Subsequent years | 24,479 |
| TOTAL | 86,297 |

## 7. CONTINGENT ITEMS

**Agents' Stocking Program**

The branch has authorized suppliers' agents to import and warehouse liquor for subsequent purchase by the branch. Under this program, the branch has a contractual obligation to purchase all inventories held by the agent should the agent opt out of the program. As at March 31, 2000, the value of agents' inventories totalled approximately $35.8 million (1999 - $35.5 million) and the future liability for related federal excise taxes is $7.6 million (1999 - $8.6 million).

## 8. PENSION PLAN

The branch and its employees contribute to the Public Service Pension Plan in accordance with the *Pension (Public Service) Act.* The Superannuation Commission of the Province of British Columbia administers the Plan, including the payment of pension benefits on behalf of employers and employees to whom the Act applies. The Plan is a defined benefit pension plan. The Province of British Columbia has statutory responsibility for any unfunded liability.

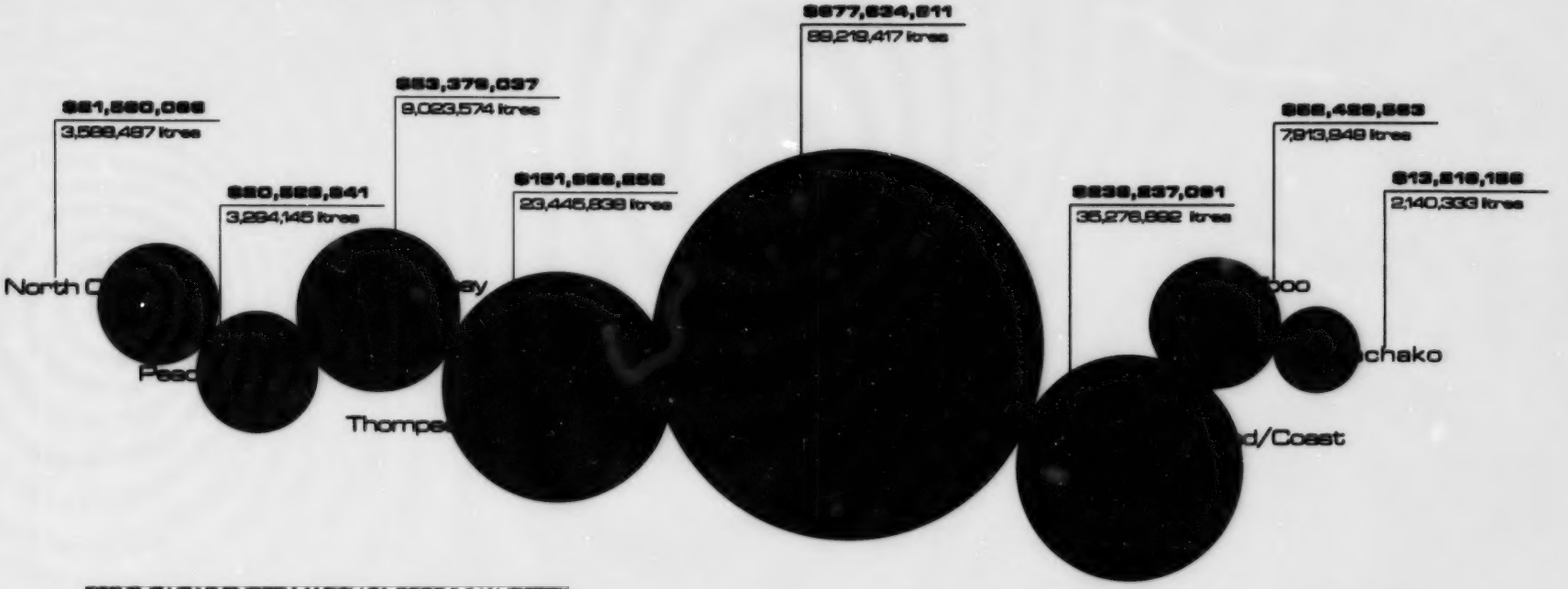
The most recent actuarial valuation (March 31, 1999) has determined the Plan is in a surplus position. As a result of this valuation the Superannuation Commission has refunded a portion of the branch's employer contributions of $4,754,000 (1999 - $946,000), which was recorded as Other Income in these financial statements.

## 9. FINANCIAL INSTRUMENTS

The Liquor Distribution Branch's financial instruments consist of cash, accounts receivable, advance due from the Province of British Columbia, accounts payable and accrued liabilities and capital lease. Unless otherwise noted, it is management's opinion that the branch is not exposed to significant interest, currency or credit risks arising from these financial instruments.

ANNUAL OPERATING EXPENSES/NET INCOME/TOTAL SALES

## STORE SALES BY REGION




FOR THE YEAR ENDED MARCH 31, 2000 (UNAUDITED)

| Store Name | Store Number | Sales | | Litre Product Mix Percentage | | | |
|---|---|---|---|---|---|---|---|
| | | Retail $ | Litres | Spirits | Wine | Beer | Cider/Coolers |
| **VANCOUVER ISLAND/COAST** | | | | | | | |
| Alert Bay | #225 | $552,731 | 92,953 | 8.8 | 12.5 | 64.3 | 14.4 |
| Bella Bella | #171 | $1,114,740 | 189,843 | 11.2 | 3.5 | 76.7 | 8.6 |
| Bella Coola | #232 | $1,210,341 | 209,019 | 9.3 | 9.2 | 72.3 | 9.2 |
| Campbell River Stores | | | | | | | |
| Campbell River | #005 | $10,671,072 | 1,618,476 | 10.7 | 15.0 | 66.9 | 7.4 |
| Willow Point | #185 | $3,150,238 | 554,931 | 8.8 | 11.8 | 72.6 | 6.8 |
| Chemainus | #206 | $2,070,200 | 333,749 | 10.5 | 15.2 | 67.8 | 6.5 |
| Comox | #235 | $4,735,096 | 710,374 | [illegible]0.2 | 19.4 | 61.7 | 8.7 |
| Courtenay | #010 | $9,695,623 | 1,459,549 | 11.0 | 17.0 | 63.9 | 8.1 |
| Cumberland | #008 | $1,066,269 | 232,987 | 5.9 | 5.5 | 82.7 | 5.9 |
| Duncan | #012 | $11,643,552 | 1,900,801 | 9.3 | 15.0 | 64.8 | 10.9 |
| Gabriola Island | #134 | $1,518,575 | 249,546 | 8.1 | 17.0 | 68.9 | 6.0 |
| Ganges | #204 | $4,666,898 | 630,658 | 9.6 | 25.7 | 56.8 | 7.9 |

NOTE: Figures reported are sales by Liquor Distribution Branch stores only; direct sales by manufacturers are not included.

FOR THE YEAR ENDED MARCH 31, 2000 (UNAUDITED)

| Store Name | Store Number | Sales | | Litre Product Mix Percentage | | | |
|---|---|---|---|---|---|---|---|
| | | Retail $ | Litres | Spirits | Wine | Beer | Cider/Coolers |
| Gold River | #055 | $863,016 | 183,374 | 5.8 | 5.7 | 82.5 | 6.0 |
| Ladysmith | #024 | $3,427,968 | 561,840 | 10.3 | 13.4 | 67.7 | 8.6 |
| Lake Cowichan | #067 | $2,243,063 | 421,586 | 7.8 | 8.1 | 72.9 | 11.2 |
| Mill Bay | #173 | $3,716,773 | 559,937 | 11.0 | 16.4 | 65.9 | 6.7 |
| **Nanaimo Stores** | | | | | | | |
| Harbour Park | #033 | $4,481,157 | 641,936 | 13.2 | 16.5 | 64.5 | 5.8 |
| Country Club | #159 | $4,795,750 | 617,818 | 15.2 | 20.0 | 58.8 | 6.0 |
| Longwood Station | #188 | $4,865,315 | 656,517 | 13.3 | 19.4 | 61.4 | 6.0 |
| Terminal Park | #243 | $11,810,211 | 1,663,292 | 11.9 | 19.5 | 56.9 | 11.7 |
| **Parksville Stores** | | | | | | | |
| Parksville | #042 | $5,191,279 | 765,824 | 11.3 | 18.0 | 64.6 | 6.1 |
| Parksville North | #157 | $4,504,564 | 671,423 | 11.4 | 18.8 | 60.8 | 9.0 |
| Pender Island | #155 | $1,121,779 | 171,750 | 8.6 | 18.6 | 65.0 | 7.8 |
| **Port Alberni Stores** | | | | | | | |
| Port Alberni | #040 | $5,278,278 | 926,476 | 8.7 | 11.6 | 71.8 | 7.9 |
| Northport | #104 | $3,570,896 | 618,913 | 9.3 | 11.9 | 70.9 | 7.9 |
| Port Alice | #128 | $556,079 | 104,295 | 7.6 | 7.9 | 79.7 | 4.8 |
| Port Hardy | #236 | $2,731,725 | 466,494 | 8.6 | 13.0 | 66.1 | 12.3 |
| Port McNeill | #115 | $2,112,617 | 321,039 | 11.9 | 11.5 | 67.3 | 9.3 |
| Powell River | #041 | $6,344,271 | 990,579 | 10.7 | 15.1 | 63.1 | 11.1 |
| Qualicum | #034 | $4,286,875 | 621,034 | 11.4 | 21.0 | 62.2 | 5.4 |
| Sidney | #050 | $9,591,732 | 1,214,654 | 12.8 | 26.3 | 54.7 | 6.2 |
| Sooke | #229 | $3,310,479 | 568,477 | 8.6 | 12.1 | 71.5 | 7.8 |
| Tahsis | #056 | $306,766 | 56,860 | 8.6 | 6.1 | 77.5 | 7.8 |
| Tofino | #118 | $2,127,285 | 307,728 | 7.7 | 19.0 | 66.5 | 6.8 |
| Ucluelet | #216 | $1,308,669 | 236,377 | 7.9 | 10.2 | 75.9 | 6.0 |
| **Victoria (Greater) Stores** | | | | | | | |
| Trafalgar Square | #059 | $4,363,065 | 652,284 | 10.2 | 19.3 | 64.5 | 6.0 |
| Esquimalt | #068 | $3,184,784 | 555,856 | 9.0 | 11.8 | 73.6 | 5.6 |
| Gorge & Tillicum | #124 | $8,822,133 | 1,505,732 | 9.1 | 12.3 | 72.4 | 6.2 |
| Langford | #125 | $6,537,394 | 1,085,227 | 9.9 | 12.7 | 70.1 | 7.3 |
| Cedar Hill | #140 | $5,854,808 | 815,053 | 11.7 | 22.1 | 60.4 | 5.8 |
| James Bay | #150 | $3,418,755 | 474,434 | 11.1 | 25.3 | 58.2 | 5.4 |
| Blanshard Square | #161 | $8,889,702 | 1,532,636 | 8.3 | 11.3 | 73.6 | 6.8 |
| Fairfield | #178 | $4,345,483 | 561,515 | 9.6 | 31.9 | 53.8 | 4.7 |
| Broadmead Village | #181 | $6,278,409 | 845,201 | 11.2 | 23.5 | 59.3 | 6.0 |
| Eaton Centre | #184 | $3,559,255 | 433,666 | 13.8 | 22.2 | 56.5 | 7.5 |
| Fort Street | #218 | $13,834,936 | 1,670,235 | 9.6 | 27.7 | 57.5 | 5.2 |
| Colwood | #219 | $3,875,103 | 677,087 | 8.7 | 12.4 | 72.2 | 6.7 |
| Government Street Licensee | #231 | $16,975,615 | 1,757,508 | 11.9 | 39.3 | 32.1 | 16.7 |
| Saanich | #242 | $7,655,767 | 1,179,349 | 9.8 | 17.1 | 66.5 | 6.6 |

**NOTE:** Figures reported are sales by Liquor Distribution Branch stores only; direct sales by manufacturers are not included.

FOR THE YEAR ENDED MARCH 31, 2000 (UNAUDITED)

| Store Name | Store Number | Sales | | Litre Product Mix Percentage | | | |
|---|---|---|---|---|---|---|---|
| | | Retail $ | Litres | Spirits | Wine | Beer | Cider/Coolers |
| **MAINLAND/SOUTHWEST** | | | | | | | |
| **Abbotsford Stores** | | | | | | | |
| Abbotsford | #001 | $7,668,880 | 1,154,984 | 11.2 | 16.1 | 62.8 | 9.9 |
| Abbotsford Village | #189 | $3,417,944 | 510,995 | 10.9 | 16.1 | 66.9 | 6.1 |
| Sevenoaks | #263 | $214,444 | 9,436 | 49.3 | 44.8 | 5.9 | 0.0 |
| Agassiz | #064 | $2,778,040 | 471,043 | 7.9 | 13.6 | 70.5 | 8.0 |
| Aldergrove | #109 | $5,660,760 | 924,678 | 10.5 | 12.3 | 69.3 | 7.9 |
| **Burnaby Stores** | | | | | | | |
| Lougheed Plaza | #077 | $9,592,925 | 1,396,458 | 10.0 | 19.4 | 62.5 | 8.1 |
| Royal Oak & Rumble | #121 | $4,416,677 | 651,902 | 10.6 | 18.3 | 64.8 | 6.3 |
| Kensington | #137 | $4,169,857 | 623,927 | 9.4 | 20.0 | 65.7 | 4.9 |
| Brentwood Mall | #187 | $2,529,383 | 355,122 | 11.0 | 18.0 | 65.6 | 5.4 |
| South Burnaby | #203 | $5,347,106 | 794,106 | 9.7 | 20.5 | 64.2 | 5.6 |
| North Burnaby | #217 | $7,528,557 | 1,188,934 | 8.8 | 16.8 | 69.2 | 5.2 |
| Middlegate | #220 | $7,786,063 | 1,260,374 | 9.9 | 12.4 | 72.7 | 5.0 |
| **Chilliwack Stores** | | | | | | | |
| Chilliwack | #007 | $9,917,237 | 1,637,707 | 10.2 | 11.6 | 69.4 | 8.8 |
| Chilliwack Mall | #170 | $6,620,457 | 984,835 | 12.2 | 15.2 | 64.0 | 8.6 |
| Clearbrook | #149 | $9,672,468 | 1,355,685 | 15.1 | 13.2 | 64.5 | 7.2 |
| **Coquitlam Stores** | | | | | | | |
| Como Lake | #153 | $4,246,965 | 645,254 | 9.4 | 19.9 | 65.9 | 4.8 |
| Austin Road | #200 | $6,195,212 | 1,020,065 | 9.3 | 14.7 | 71.2 | 4.8 |
| **Delta Stores** | | | | | | | |
| Scottsdale | #145 | $9,864,038 | 1,244,340 | 16.4 | 17.8 | 59.4 | 6.4 |
| Kennedy Heights | #241 | $10,604,501 | 1,456,734 | 16.1 | 10.7 | 66.3 | 6.9 |
| Fort Langley | #127 | $1,913,810 | 305,926 | 9.1 | 15.9 | 69.5 | 5.5 |
| Gibsons | #080 | $4,583,801 | 721,587 | 9.5 | 17.1 | 67.2 | 6.2 |
| Haney | #065 | $8,157,745 | 1,192,039 | 12.3 | 16.7 | 63.1 | 7.9 |
| Hope | #071 | $3,568,520 | 680,422 | 7.7 | 7.6 | 77.9 | 6.8 |
| Ladner | #025 | $7,269,369 | 1,008,507 | 11.3 | 23.2 | 59.1 | 6.4 |
| **Langley Stores** | | | | | | | |
| Langley | #022 | $7,016,281 | 1,003,796 | 12.6 | 18.4 | 60.4 | 8.6 |
| Willowbrook | #158 | $11,735,034 | 1,700,543 | 11.8 | 16.9 | 63.0 | 8.3 |
| Walnut Grove | #186 | $4,242,218 | 619,010 | 10.6 | 19.2 | 62.4 | 7.8 |
| Lillooet | #023 | $1,965,004 | 385,583 | 6.4 | 7.4 | 79.2 | 7.0 |
| Madeira Park | #093 | $1,812,055 | 266,327 | 11.1 | 16.7 | 64.1 | 8.1 |
| West Maple Ridge | #164 | $7,674,093 | 1,171,038 | 11.0 | 15.5 | 65.8 | 7.7 |
| Mission Plaza | #027 | $7,496,063 | 1,196,450 | 11.1 | 12.0 | 69.5 | 7.4 |
| **New Westminster Stores** | | | | | | | |
| New Westminster | #031 | $9,709,964 | 1,443,904 | 11.5 | 15.2 | 66.7 | 6.6 |
| Royal Square | #097 | $5,354,877 | 799,627 | 10.0 | 19.8 | 62.6 | 7.6 |

NOTE: Figures reported are sales by Liquor Distribution Branch stores only; direct sales by manufacturers are not included.

FOR THE YEAR ENDED MARCH 31, 2000 (UNAUDITED)

| Store Name | Store Number | Sales | | Litre Product Mix Percentage | | | |
|---|---|---|---|---|---|---|---|
| | | Retail $ | Litres | Spirits | Wine | Beer | Cider/Coolers |
| **North Vancouver Stores** | | | | | | | |
| North Vancouver | #030 | $8,256,515 | 1,313,666 | 7.6 | 19.9 | 64.5 | 8.0 |
| Westview | #107 | $10,561,728 | 1,429,241 | 9.4 | 23.9 | 61.8 | 4.9 |
| Dollarton Village | #133 | $5,055,414 | 684,096 | 8.9 | 26.8 | 58.6 | 5.7 |
| Capilano Mall | #152 | $4,696,048 | 621,805 | 10.8 | 26.5 | 56.1 | 6.6 |
| Lynn Valley | #247 | $9,453,598 | 1,356,374 | 8.8 | 23.9 | 61.4 | 5.9 |
| Pemberton | #101 | $1,957,958 | 375,735 | 5.6 | 10.1 | 75.9 | 8.4 |
| Pitt Meadows | #165 | $3,176,257 | 476,188 | 11.7 | 14.5 | 63.8 | 10.0 |
| **Port Coquitlam Stores** | | | | | | | |
| Port Coquitlam | #011 | $5,569,301 | 923,693 | 8.7 | 14.3 | 68.7 | 8.3 |
| Prairie Mall | #089 | $3,779,597 | 655,948 | 8.8 | 11.8 | 73.1 | 6.3 |
| Westwood Centre | #163 | $13,017,147 | 1,872,545 | 10.1 | 17.4 | 66.1 | 6.4 |
| Port Moody | #205 | $4,524,708 | 675,838 | 9.4 | 20.9 | 62.9 | 6.8 |
| **Richmond Stores** | | | | | | | |
| Brighouse | #076 | $9,357,916 | 1,301,106 | 10.0 | 20.2 | 65.5 | 4.3 |
| Ironwood | #120 | $3,806,194 | 545,415 | 10.3 | 20.9 | 61.7 | 7.1 |
| Blundell Centre | #176 | $6,423,149 | 866,126 | 9.9 | 25.5 | 58.0 | 6.6 |
| Garden City | #180 | $4,016,816 | 588,468 | 10.9 | 18.7 | 65.8 | 4.6 |
| Seafair | #244 | $7,147,772 | 1,064,155 | 8.9 | 22.3 | 61.6 | 7.2 |
| Sechelt | #230 | $5,275,769 | 755,131 | 10.9 | 21.0 | 60.9 | 7.2 |
| Squamish | #208 | $5,179,658 | 878,448 | 8.3 | 12.2 | 70.5 | 9.0 |
| **Surrey Stores** | | | | | | | |
| Cloverdale | #070 | $6,070,040 | 953,393 | 10.8 | 13.6 | 68.1 | 7.5 |
| Ocean Park | #110 | $4,868,803 | 598,566 | 10.9 | 30.6 | 54.4 | 4.1 |
| North Surrey | #116 | $7,181,583 | 1,114,199 | 12.6 | 9.9 | 68.5 | 9.0 |
| Whalley | #122 | $7,901,742 | 1,298,663 | 10.6 | 10.2 | 72.1 | 7.1 |
| Newton | #172 | $9,639,503 | 1,403,866 | 13.9 | 12.2 | 67.3 | 6.6 |
| Fleetwood | #182 | $8,247,352 | 1,215,740 | 12.7 | 14.9 | 66.4 | 6.0 |
| Peninsula Village | #183 | $9,926,371 | 1,440,765 | 9.2 | 20.4 | 66.1 | 4.3 |
| Guildford | #240 | $7,035,357 | 964,954 | 12.8 | 18.4 | 61.0 | 7.8 |
| Surrey Place Mall | #264 | $145,281 | 5,933 | 49.1 | 44.2 | 6.7 | 0.0 |
| Tsawwassen | #098 | $6,577,886 | 872,440 | 10.6 | 27.2 | 57.6 | 4.6 |
| **Vancouver Stores** | | | | | | | |
| Marpole | #038 | $4,876,975 | 715,453 | 9.0 | 19.5 | 66.6 | 4.9 |
| Harbour Centre | #053 | $3,986,139 | 543,270 | 11.7 | 17.2 | 65.6 | 5.5 |
| Hastings & Slocan | #058 | $6,964,036 | 1,233,098 | 7.3 | 11.5 | 75.8 | 5.4 |
| Victoria Drive | #087 | $7,693,668 | 1,242,304 | 10.0 | 11.2 | 73.7 | 5.1 |
| Jericho Village | #090 | $8,499,159 | 1,155,559 | 8.2 | 24.0 | 62.6 | 5.2 |
| Bute Street | #094 | $5,249,678 | 834,504 | 8.1 | 17.5 | 68.2 | 6.2 |
| Broadway & Lillooet Licensee | #100 | $83,239,659 | 4,797,071 | 30.3 | 52.2 | 4.6 | 12.9 |
| Dunbar | #102 | $8,926,361 | 984,623 | 7.7 | 34.9 | 53.6 | 3.8 |
| Commercial Drive | #111 | $7,448,076 | 1,179,416 | 7.0 | 18.3 | 67.6 | 7.1 |

**NOTE:** Figures reported are sales by Liquor Distribution Branch stores only; direct sales by manufacturers are not included.

FOR THE YEAR ENDED MARCH 31, 2000 (UNAUDITED)

| Store Name | Store Number | Sales | | Litre Product Mix Percentage | | | |
|---|---|---|---|---|---|---|---|
| | | Retail $ | Litres | Spirits | Wine | Beer | Cider/Coolers |
| Cardero | #112 | $7,522,297 | 1,006,137 | 10.2 | 22.9 | 61.0 | 5.9 |
| Collingwood Kingsway | #113 | $10,157,873 | 1,677,574 | 8.9 | 12.5 | 73.6 | 5.0 |
| Broadway & Maple | #117 | $12,781,256 | 1,746,939 | 8.0 | 23.9 | 62.8 | 5.3 |
| Kingsgate Mall | #123 | $6,686,507 | 1,287,198 | 6.3 | 9.5 | 79.2 | 5.0 |
| Thurlow & Alberni | #129 | $10,685,152 | 1,072,530 | 8.1 | 32.8 | 53.8 | 5.3 |
| Arbutus | #136 | $4,526,550 | 435,805 | 12.9 | 42.7 | 40.8 | 3.6 |
| 10th & Granville | #141 | $2,360,539 | 299,356 | 9.3 | 27.9 | 58.2 | 4.6 |
| 18th & Cambie | #146 | $3,311,420 | 472,976 | 6.8 | 23.9 | 64.1 | 5.2 |
| 39th & Cambie | #160 | $25,215,504 | 2,173,665 | 10.3 | 34.9 | 50.6 | 4.2 |
| Crossroads | #177 | $4,688,462 | 605,797 | 8.4 | 26.5 | 60.2 | 4.9 |
| Spirits on Robson | #190 | $128,799 | 3,236 | 93.2 | 6.8 | 0.0 | 0.0 |
| Kerrisdale | #210 | $1,955,255 | 234,790 | 11.4 | 29.5 | 54.6 | 4.5 |
| Robson Street | #233 | $10,017,280 | 1,427,077 | 8.5 | 20.3 | 65.6 | 5.6 |
| 28th & Main | #237 | $4,917,058 | 852,784 | 7.7 | 11.3 | 76.6 | 4.4 |
| Pacific Centre | #260 | $279,114 | 14,200 | 27.1 | 45.4 | 27.2 | 0.3 |
| Oakridge Mall | #262 | $180,121 | 7,088 | 24.6 | 66.5 | 8.9 | 0.0 |
| Broadway & Lillooet | #300 | $7,182,923 | 1,426,462 | 3.9 | 7.7 | 85.0 | 3.4 |
| **West Vancouver Stores** | | | | | | | |
| Ambleside | #072 | $7,666,169 | 737,345 | 11.7 | 42.5 | 43.1 | 2.7 |
| Caulfeild | #175 | $5,740,628 | 603,176 | 9.2 | 39.8 | 45.9 | 5.1 |
| Park Royal | #228 | $11,978,622 | 1,057,345 | 10.1 | 40.4 | 46.2 | 3.3 |
| **Whistler Stores** | | | | | | | |
| Whistler Marketplace | #179 | $10,416,706 | 1,226,904 | 7.7 | 25.8 | 60.9 | 5.6 |
| Whistler | #302 | $4,951,043 | 707,215 | 8.1 | 13.6 | 72.1 | 6.2 |
| White Rock | #006 | $7,822,071 | 1,024,685 | 12.1 | 25.8 | 56.0 | 6.1 |
| **THOMPSON/OKANAGAN** | | | | | | | |
| Armstrong | #215 | $2,101,488 | 349,073 | 10.7 | 10.8 | 70.4 | 8.1 |
| Ashcroft | #002 | $822,533 | 149,429 | 8.8 | 9.2 | 76.0 | 6.0 |
| Barriere | #138 | $1,036,887 | 200,568 | 8.1 | 5.5 | 79.6 | 6.8 |
| Cache Creek | #060 | $1,098,151 | 193,145 | 9.3 | 8.4 | 71.3 | 11.0 |
| Chase | #226 | $3,552,316 | 478,180 | 15.6 | 13.6 | 56.9 | 13.9 |
| Clearwater | #088 | $2,060,990 | 371,461 | 8.6 | 8.1 | 76.4 | 6.9 |
| Clinton | #201 | $970,402 | 165,035 | 10.7 | 7.9 | 74.3 | 7.1 |
| Enderby | #049 | $1,764,973 | 308,947 | 10.0 | 8.5 | 74.0 | 7.5 |
| Golden | #016 | $3,314,337 | 539,762 | 7.9 | 11.2 | 74.7 | 6.2 |
| **Kamloops Stores** | | | | | | | |
| Thompson Park | #021 | $2,425,193 | 371,384 | 11.9 | 14.8 | 68.0 | 5.3 |
| Columbia Place | #079 | $10,339,484 | 1,417,526 | 12.2 | 18.0 | 60.6 | 9.2 |
| Valleyview | #108 | $3,839,460 | 606,286 | 11.3 | 12.8 | 67.7 | 8.2 |
| Westsyde | #147 | $1,437,836 | 269,851 | 8.4 | 7.8 | 78.7 | 5.1 |
| Kamloops North | #223 | $10,051,196 | 1,681,711 | 10.7 | 9.0 | 70.9 | 9.4 |

**NOTE:** Figures reported are sales by Liquor Distribution Branch stores only; direct sales by manufacturers are not included.

FOR THE YEAR ENDED MARCH 31, 2000 (UNAUDITED)

| Store Name | Store Number | Sales | | Litre Product Mix Percentage | | | |
|---|---|---|---|---|---|---|---|
| | | Retail $ | Litres | Spirits | Wine | Beer | Cider/Coolers |
| **Kelowna Stores** | | | | | | | |
| Bernard | #020 | $2,116,324 | 317,617 | 11.4 | 14.3 | 68.8 | 5.5 |
| Gordon & Harvey | #103 | $4,892,931 | 768,597 | 11.4 | 13.4 | 69.9 | 5.3 |
| Westbank | #143 | $7,320,827 | 1,146,125 | 11.1 | 13.8 | 66.8 | 8.3 |
| Mission Park | #148 | $6,226,801 | 909,391 | 11.6 | 17.8 | 65.2 | 5.4 |
| Orchard Park | #167 | $18,196,794 | 2,316,826 | 13.5 | 19.8 | 54.1 | 12.6 |
| Willow Park | #246 | $5,576,258 | 977,904 | 10.2 | 8.3 | 76.0 | 5.5 |
| Keremeos | #019 | $1,258,567 | 227,525 | 8.8 | 9.6 | 75.3 | 6.3 |
| Logan Lake | #139 | $699,200 | 118,765 | 10.4 | 10.9 | 73.4 | 5.3 |
| Lumby | #214 | $1,505,578 | 274,474 | 9.2 | 6.2 | 76.2 | 8.4 |
| Lytton | #209 | $717,880 | 151,438 | 5.9 | 5.3 | 82.7 | 6.1 |
| Merritt | #029 | $3,577,993 | 618,612 | 9.5 | 9.9 | 71.7 | 8.9 |
| Oliver | #069 | $2,492,471 | 403,166 | 11.3 | 11.5 | 71.2 | 6.0 |
| Osoyoos | #083 | $3,185,183 | 503,625 | 10.9 | 13.5 | 66.5 | 9.1 |
| **Penticton Stores** | | | | | | | |
| Penticton Martin | #039 | $5,287,218 | 785,284 | 12.1 | 15.6 | 65.2 | 7.1 |
| Penticton Plaza | #130 | $7,980,425 | 1,244,537 | 10.7 | 15.6 | 66.1 | 7.6 |
| Princeton | #037 | $2,346,065 | 439,781 | 8.3 | 7.2 | 78.6 | 5.9 |
| Revelstoke | #045 | $3,185,028 | 488,160 | 9.7 | 14.2 | 69.1 | 7.0 |
| Salmon Arm | #048 | $6,651,321 | 981,127 | 12.8 | 14.0 | 64.0 | 9.2 |
| Sicamous | #092 | $1,883,818 | 290,820 | 12.3 | 10.9 | 64.4 | 12.4 |
| Summerland | #086 | $3,413,975 | 608,573 | 7.8 | 12.1 | 73.9 | 6.2 |
| **Vernon Stores** | | | | | | | |
| Vernon | #062 | $6,111,523 | 894,843 | 13.0 | 15.0 | 65.6 | 6.4 |
| Vernon Square | #135 | $9,459,483 | 1,374,304 | 12.8 | 15.0 | 63.5 | 8.7 |
| Winfield | #166 | $3,027,293 | 501,986 | 10.3 | 12.1 | 70.2 | 7.4 |
| **KOOTENAY** | | | | | | | |
| Castlegar | #078 | $4,477,770 | 747,747 | 10.3 | 11.7 | 70.1 | 7.9 |
| Cranbrook | #009 | $7,995,630 | 1,192,572 | 13.3 | 13.0 | 65.7 | 8.0 |
| Creston Valley Mall | #075 | $4,799,839 | 1,002,239 | 6.6 | 6.3 | 83.2 | 3.9 |
| Elkford | #131 | $609,023 | 111,088 | 9.9 | 6.0 | 80.9 | 3.2 |
| Fernie | #013 | $3,754,230 | 732,451 | 6.7 | 8.0 | 80.4 | 4.9 |
| Fruitvale | #095 | $1,216,033 | 248,674 | 6.2 | 8.1 | 80.5 | 5.2 |
| Grand Forks | #015 | $3,103,076 | 490,402 | 10.9 | 14.3 | 66.0 | 8.8 |
| Greenwood | #014 | $370,173 | 73,483 | 6.9 | 6.5 | 81.2 | 5.4 |
| Invermere | #017 | $4,315,323 | 653,061 | 10.3 | 15.5 | 65.0 | 9.2 |
| Kaslo | #018 | $1,244,259 | 231,505 | 6.9 | 9.7 | 77.7 | 5.7 |
| Kimberley | #066 | $2,942,106 | 490,568 | 10.4 | 10.7 | 70.8 | 8.1 |
| Nakusp | #202 | $1,722,186 | 320,699 | 7.6 | 8.1 | 78.6 | 5.8 |
| Nelson | #032 | $7,340,356 | 1,090,323 | 10.2 | 16.9 | 64.7 | 8.2 |
| New Denver | #074 | $490,603 | 93,911 | 5.9 | 10.5 | 77.2 | 6.4 |
| Radium | #245 | $1,486,150 | 275,860 | 6.6 | 9.8 | 77.1 | 6.5 |
| Rossland | #044 | $1,722,691 | 280,733 | 7.7 | 15.4 | 71.6 | 5.3 |
| Salmo | #207 | $873,882 | 170,214 | 8.0 | 5.5 | 79.9 | 6.6 |

NOTE: Figures reported are sales by Liquor Distribution Branch stores only; direct sales by manufacturers are not included.

FOR THE YEAR ENDED MARCH 31, 2000 (UNAUDITED)

| Store Name | Store Number | Sales | | Litre Product Mix Percentage | | | |
|---|---|---|---|---|---|---|---|
| | | Retail $ | Litres | Spirits | Wine | Beer | Cider/Coolers |
| Sparwood | #028 | $1,229,455 | 233,175 | 9.2 | 5.0 | 81.4 | 4.4 |
| Trail | #051 | $3,686,252 | 584,869 | 10.5 | 18.3 | 63.6 | 7.6 |
| **CARIBOO** | | | | | | | |
| 100 Mile House | #221 | $5,284,738 | 755,012 | 14.0 | 14.9 | 62.3 | 8.8 |
| Mackenzie | #106 | $2,131,665 | 355,899 | 11.0 | 7.4 | 74.3 | 7.3 |
| McBride | #026 | $662,312 | 129,497 | 7.6 | 5.0 | 83.2 | 4.2 |
| **Prince George Stores** | | | | | | | |
| Hart Highway | #114 | $2,817,846 | 487,551 | 10.7 | 7.3 | 76.9 | 5.1 |
| 10th Avenue | #126 | $10,164,790 | 1,618,030 | 12.1 | 8.9 | 73.6 | 5.4 |
| College Heights | #154 | $3,441,113 | 595,412 | 9.8 | 8.5 | 76.5 | 5.2 |
| Parkwood Place | #174 | $11,315,461 | 1,569,903 | 13.0 | 16.5 | 57.5 | 13.0 |
| **Quesnel Stores** | | | | | | | |
| Quesnel | #043 | $5,391,835 | 806,098 | 12.9 | 12.7 | 64.5 | 9.9 |
| Quesnel West | #156 | $1,511,816 | 255,628 | 11.8 | 6.2 | 77.5 | 4.5 |
| Valemount | #096 | $1,318,216 | 197,827 | 8.7 | 11.7 | 75.6 | 4.0 |
| Williams Lake | #063 | $8,388,771 | 1,143,092 | 15.2 | 15.7 | 56.4 | 12.7 |
| **NORTH COAST** | | | | | | | |
| Hazelton | #227 | $1,305,857 | 276,012 | 5.3 | 6.1 | 79.0 | 9.6 |
| Kitimat | #213 | $3,321,884 | 564,739 | 9.4 | 11.2 | 73.0 | 6.4 |
| Masset | #105 | $1,534,490 | 273,897 | 7.9 | 10.0 | 75.7 | 6.4 |
| Prince Rupert | #035 | $5,915,084 | 919,100 | 10.9 | 12.2 | 68.3 | 8.6 |
| Queen Charlotte City | #211 | $1,537,797 | 261,769 | 8.4 | 10.7 | 74.6 | 6.3 |
| Stewart | #047 | $511,121 | 85,464 | 11.1 | 7.5 | 75.4 | 6.0 |
| Terrace | #052 | $7,433,863 | 1,207,506 | 10.3 | 11.2 | 69.1 | 9.4 |
| **NECHAKO** | | | | | | | |
| Burns Lake | #073 | $1,997,322 | 310,646 | 12.5 | 9.9 | 70.1 | 7.5 |
| Fort St. James | #248 | $1,873,293 | 325,112 | 10.2 | 7.0 | 76.0 | 6.8 |
| Fraser Lake | #091 | $890,370 | 152,423 | 10.2 | 8.4 | 75.5 | 5.9 |
| Houston | #099 | $1,746,857 | 292,544 | 10.8 | 6.7 | 73.1 | 9.4 |
| Smithers | #046 | $4,569,123 | 706,013 | 10.8 | 13.1 | 67.6 | 8.5 |
| Vanderhoof | #081 | $2,139,191 | 353,595 | 10.5 | 10.0 | 70.1 | 9.4 |
| **PEACE RIVER** | | | | | | | |
| Atlin | #004 | $316,807 | 58,184 | 6.7 | 9.6 | 76.7 | 7.0 |
| Chetwynd | #238 | $1,924,786 | 353,122 | 9.0 | 5.3 | 76.4 | 9.3 |
| Dawson Creek | #212 | $5,254,014 | 884,884 | 10.9 | 8.4 | 73.2 | 7.5 |
| Fort Nelson | #222 | $3,053,449 | 451,434 | 14.6 | 6.9 | 70.3 | 8.2 |
| Fort St. John | #003 | $8,710,013 | 1,309,157 | 13.7 | 8.6 | 68.5 | 9.2 |
| Hudson Hope | #234 | $526,396 | 106,900 | 6.8 | 3.9 | 85.0 | 4.3 |
| Tumbler Ridge | #169 | $743,376 | 130,464 | 9.7 | 5.4 | 76.5 | 8.4 |
| **Grand Total** | | **$1,228,912,947** | **173,902,635** | **10.9** | **17.8** | **64.0** | **7.3** |

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Bella Bella Bella Coola Campbell River Chemainus Comox Courtenay Cumberland Duncan
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Eaton Centre Colwood Saanich Abbotsford Village Agassiz
Lougheed Plaza Kensington South Burnaby Middlegate
Chilliwack Mall Como Lake Scottsdale Fort Langley Haney Langley
Walnut Grove Madeira Park Mission Plaza Royal Square
Westview Capilano Mall Pemberton Port Coquitlam Westwood
Centre Brighouse Blundell Centre Seafair Squamish Ocean Park
Whalley
Fleetwood Guildford Tsawwassen Harbour Centre Victoria Drive Bute
Street Dunbar Cardero Broadway & Maple
Thurlow & Alberni 10th & Granville 39th & Cambie Spirits on Robson Robson
Street Pacific Centre Broadway & Lillooet Caulfeild Whistler Marketplace
White Rock Ashcroft Cache Creek Clinton Golden Valleyview
Kamloops North Gordon & Harvey Orchard Park Keremeos Lumby
Merritt Osoyoos Penticton Plaza Revelstoke Sicamous Vernon
Winfield Cranbrook Elkford Fruitvale Greenwood Kaslo
Nakusp New Denver Rossland Sparwood 100 Mile House McBride
10th Avenue Parkwood Place Quesnel West Williams Lake Kitimat Prince
Rupert Stewart Burns Lake Fraser Lake Smithers Chetwynd
Fort Nelson Hudson Hope Chase Hope Westbank